



Stratos BGAN Prices

The prices as confirmed in your contract or contract addendum prevail.
All prices are in US\$

Pricing plan proposal for:

Customer name: **State of South Carolina**

Date: **1/8/2007**

Activation options per individual SIM card

Postpaid	Economy	Lite	Premium or Flexible			
			PREMIUM: subscription fee paid monthly, no rollover FLEXIBLE: subscription fee paid in advance (quarterly or annually), rollover of traffic bundle within the period			
			Entry	Mid	High	Super
Activation charge	35.00	35.00	35.00	35.00	-	-
Monthly charge (Economy, Lite, Premium bundles)	28.38	40.92	92.06	379.08	2,436.92	5,330.82
Charging option: Flexible Quarterly	-	-	276.18	1,137.23	7,310.77	15,992.46
Charging option: Flexible Annually	-	-	1,104.74	4,548.92	29,243.08	63,969.84
Monthly inclusive bundle of IP MBs ⁽³⁾	-	-	20	100	750	2,000
Monthly inclusive bundle of Voice minutes ⁽³⁾	-	-	-	30	200	300
Contract duration options (in months)						
Economy, Lite & Premium	12	12	3 or 6 or 12	6 or 12	12	12
Flexible quarterly	-	-	3	12	12	12
Flexible annually	-	-	12	12	12	12
IP Charges						
In bundle (Implied) charge IP per MB	-	-	4.60	3.57	3.06	2.56
Out of bundle charge IP per MB	5.65	5.01	4.76	4.01	3.39	2.82
Voice Charges (per minute)						
Voice to fixed	0.73	0.73	0.73	0.73	0.73	0.73
Voice to cellular	0.94	0.94	0.94	0.94	0.94	0.94
Voice BGAN to BGAN	0.58	0.58	0.58	0.58	0.58	0.58
Voicemail (notification is free of charge)	0.58	0.58	0.58	0.58	0.58	0.58
Voice/ISDN to other MSS ^(A - see separate pricing table)	(A*)	(A*)	(A*)	(A*)	(A*)	(A*)
ISDN / Fax / Audio 3.1 / MIM Charges (per minute)						
	4.65	Not available	4.65	4.65	4.65	4.65
SMS Charges (per sms)						
	0.39	0.39	0.39	0.39	0.39	0.39
Streaming IP Charges (per minute)						
32 kbit/s	2.44	Not available	2.44	2.44	2.44	2.44
64 kbit/s	4.62	Not available	4.62	4.62	4.62	4.62
128 kbit/s	8.03	Not available	8.03	8.03	8.03	8.03
256 kbit/s	13.85	Not available	13.85	13.85	13.85	13.85

Prepaid	Prepaid	
	4 months package	12 months package
Activation charge (in US\$)	33.00	33.00
Monthly subscription charge	nil	nil
Minimum Top up (in units)	100	300
Price per unit (in US\$)	1.22	1.22
Maximum validity (in months) *	4	12
Reactivation charge (in US\$)*	33.00	33.00
IP charge		
IP per MB	4.75 units	4.75 units
Voice charges (per minute)		
Voice to fixed	0.70 units	0.70 units
Voice to cellular	0.70 units	0.70 units
Voice BGAN to BGAN	0.50 units	0.50 units
Voicemail (notification is free of charge)	0.50 units	0.50 units
Voice/ISDN to other MSS ^(A - see separate pricing table)	(A*)	
ISDN		
	ISDN not available	
SMS Charges (per sms)		
	0.25 units	0.25 units
Streaming		
32 kbit/s	Streaming not available	
64 kbit/s		
128 kbit/s		
256 kbit/s		

Stratos Value Added Services and Pricing of BGAN Voice/ISDN to other MSS

Stratos BGAN Value Added Service Components:		(A*) Voice/ISDN to other MSS - Pricing table:							To Other MSS Services:
The Dashboard	free of charge	Economy	Lite	Entry	Mid	High	Super	Prepaid	
The Trench	free of charge	Voice to	Voice to	Voice to	Voice to	Voice to	Voice to	Voice to	
RegularAccess (private Dynamic IP address)	free of charge	5.00	5.00	5.00	5.00	5.00	5.00	3.45 units	Inmarsat A v/f/d
TransparentAccess		2.47	2.47	2.47	2.47	2.47	2.47	1.70 units	Inmarsat B v/f/d
- monthly fee per public static IP (no NAT)	31.00	2.10	2.10	2.10	2.10	2.10	2.10	1.45 units	Inmarsat M v/f/d
- monthly fee per public dynamic IP (no NAT)	16.00	1.81	1.81	1.81	1.81	1.81	1.81	1.25 units	Inmarsat Mini-M v/f/d
StaticAccess		1.90	1.90	1.90	1.90	1.90	1.90	1.25 units	Inmarsat GAN/Fleet/Swift Voice
- monthly fee per static IP (with NAT)	31.00	3.55	3.55	3.55	3.55	3.55	3.55	2.45 units	Inmarsat Aero Voice
BusinessAccess (Internet VPN) ⁽⁵⁾		2.90	2.90	2.90	2.90	2.90	2.90	2.85 units	Iridium Voice
- Monthly fee (per Username/Password on the SIM)	39.00	4.13	4.13	4.13	4.13	4.13	4.13	2.85 units	Globalstar Voice
- Installation cost ⁽⁴⁾	Case by case	2.90	2.90	2.90	2.90	2.90	2.90	2.00 units	Thuraya Voice
GuaranteedAccess and BusinessAccess (Leased Line) ⁽⁵⁾		5.00	5.00	5.00	5.00	5.00	5.00	3.45 units	Other MSS Carriers
- Monthly fee for the Leased Line	Case by case								
- Installation cost ⁽⁴⁾	Case by case								
GuaranteedAccess (termination over ISDN) ^{(5) + (6)}		ISDN to	ISDN to	ISDN to	ISDN to	ISDN to	ISDN to	ISDN to	Services:
- Monthly fee (per Username/Password on the SIM)	31.00	11.37	n.a.	11.37	11.37	11.37	11.37	n.a.	Inmarsat B HSD
- Installation cost ⁽⁴⁾	Case by case	10.09	n.a.	10.09	10.09	10.09	10.09	n.a.	Inmarsat GAN/Fleet/Swift ISDN
SkyPipe									
- Monthly fee (per SIM)	25.38								

Activation options per group of SIM cards (SCAPs) ⁽⁷⁾

SCAPs					
Monthly Packages		Maximum number of SIMs/Level			
		20 Level 3	50 Level 2	100 Level 1	
Entry Level Plan	Subscription	\$898	\$2,244	\$4,488	
	IP Allowance	200 MBs	500 MBs	1.000 MBs	
	Voice Allowance	0 Mins	0 Mins	0 Mins	
Mid Level Plan	Subscription	\$3,696	\$9,240	\$18,480	
	IP Allowance	1.000 MBs	2.500 MBs	5.000 MBs	
	Voice Allowance	300 Mins	750 Mins	1.500 Mins	
High Level Plan	Subscription	\$23,760	\$59,400	\$118,800	
	IP Allowance	7.500 MBs	18.750 MBs	37.500 MBs	
	Voice Allowance	2.000 Mins	5.000 Mins	10.000 Mins	
Super Level Plan	Subscription	\$52,800	\$132,000	\$264,000	
	IP Allowance	20.000 MBs	50.000 MBs	100.000 MBs	
	Voice Allowance	3.000 Mins	7.500 Mins	15.000 Mins	

Quarterly Packages		Maximum number of SIMs/Level			
		20 Level 3	50 Level 2	100 Level 1	
Entry Level Plan	Subscription	\$2,693	\$6,732	\$13,464	
	IP Allowance	600 MBs	1500 MBs	3.000 MBs	
	Voice Allowance	0 Mins	0 Mins	0 Mins	
Mid Level Plan	Subscription	\$11,088	\$27,720	\$55,440	
	IP Allowance	3.000 MBs	7.500 MBs	15.000 MBs	
	Voice Allowance	900 Mins	2.250 Mins	4.500 Mins	
High Level Plan	Subscription	\$71,280	\$178,200	\$356,400	
	IP Allowance	22.500 MBs	56.250 MBs	112.500 MBs	
	Voice Allowance	6.000 Mins	15.000 Mins	30.000 Mins	
Super Level Plan	Subscription	\$158,400	\$396,000	\$792,000	
	IP Allowance	60.000 MBs	150.000 MBs	300.000 MBs	
	Voice Allowance	9.000 Mins	22.500 Mins	45.000 Mins	

Annual Packages		Maximum number of SIMs/Level			
		20 Level 3	50 Level 2	100 Level 1	
Entry Level Plan	Subscription	\$10,771	\$26,928	\$53,856	
	IP Allowance	2.400 MBs	6.000 MBs	12.000 MBs	
	Voice Allowance	0 Mins	0 Mins	0 Mins	
Mid Level Plan	Subscription	\$44,352	\$110,880	\$221,760	
	IP Allowance	12.000 MBs	30.000 MBs	60.000 MBs	
	Voice Allowance	3.600 Mins	9.000 Mins	18.000 Mins	
High Level Plan	Subscription	\$285,120	\$712,800	\$1,425,600	
	IP Allowance	90.000 MBs	225.000 MBs	450.000 MBs	
	Voice Allowance	24.000 Mins	60.000 Mins	120.000 Mins	
Super Level Plan	Subscription	\$633,600	\$1,584,000	\$3,168,000	
	IP Allowance	240.000 MBs	600.000 MBs	1.200.000 MBs	
	Voice Allowance	36.000 Mins	90.000 Mins	180.000 Mins	

The below notes offer some basic clarification, however the "Stratos Land BGAN Pricing rules" document, which you can download from our portal, is leading:

- (1) Billing increments: 10 kilobytes for IP data sessions, 15 seconds for voice, streaming and ISDN calls, 160 characters for an sms.
- (2) Minimum durations: 50 kilobytes for IP data sessions, 30 seconds for voice, streaming and ISDN calls. No minimum duration will be charged for Prepaid IP data sessions.
- (3) Premium Packages are charged on a monthly basis and do not have rollover of unused traffic allowances to the next month. Flexible packages are charged up-front quarterly or annually and DO have rollover within that quarter or year.
- (4) Prepaid: Initial and subsequent minimum top-up values are 100 (for 4 Months Package) or 300 (for 12 Months Package) units. The minimum top-up per prepaid package is only valid for 4 (or 12) months: in case the minimum top-up is not used, a number of units will be made void until the minimum subscriber usage value of 100 (or 300) units is reached. If card balance is zero for more than 30 days after the end of a 4 (or 12) months commitment period, a reactivation charge applies in case of new top-up.
- (5) BusinessAccess and GuaranteedAccess: a minimum contract duration of 12 months applies. Monthly fee will be waived in combination with the Premium Super and Flexible Super Packages.
- (6) GuaranteedAccess streaming prices will be increased by terrestrial ISDN costs depending on customer's ISDN termination point.
- (7) SCAPs (Shared Corporate Allowance Packages) allow you to use the cumulative IP and Voice bundles over a group of maximum 20, 50 or 100 SIM cards. All SCAPs have a minimum duration of 12 months.

Priorities of Packages and Package Rate Plans

If a SIM moves from one Package to another, it is either an upgrade or a downgrade depending on the priorities shown in the table below. A change to the same priority is treated as a downgrade. Please note that "1" is the highest priority.
 In case of a downgrade, an early termination fee applies: The subscription that relates to the remaining portion of the minimum duration period will be charged. Any remaining allowance will not be carried forward into a new Package Rate Plan of the SIM.
 In case of an upgrade, then the SIM will NOT be charged for the subscription that relates to the remaining portion of the minimum duration period. Equally, any remaining allowance will not be carried forward into the new Package Rate Plan of the SIM.
 BGAN Prepaid: Upgrades or downgrades from one Rate Plan to another are not allowed unless the SIM has first been disconnected.

Packages	Priority
BGAN SCAPs	1
BGAN Premium/Flexible	2
BGAN Lite	3
BGAN Economy	4
BGAN Prepay Package	5

Package Rate Plans - BGAN SCAPs	Priority
Super SCAP Level 1 Annual	1.1
Super SCAP Level 1 Quarterly	1.2
Super SCAP Level 1 Monthly	1.3
Super SCAP Level 2 Annual	1.4
Super SCAP Level 2 Quarterly	1.5
Super SCAP Level 2 Monthly	1.6
High SCAP Level 1 Annual	1.7
High SCAP Level 1 Quarterly	1.8
High SCAP Level 1 Monthly	1.9
High SCAP Level 2 Annual	1.10
High SCAP Level 2 Quarterly	1.11
High SCAP Level 2 Monthly	1.12
Super SCAP Level 3 Annual	1.13
Super SCAP Level 3 Quarterly	1.14
Super SCAP Level 3 Monthly	1.15
High SCAP Level 3 Annual	1.16
High SCAP Level 3 Quarterly	1.17
High SCAP Level 3 Monthly	1.18
Mid SCAP Level 1 Annual	1.19
Mid SCAP Level 1 Quarterly	1.20
Mid SCAP Level 1 Monthly	1.21
Mid SCAP Level 2 Annual	1.22
Mid SCAP Level 2 Quarterly	1.23
Mid SCAP Level 2 Monthly	1.24
Entry SCAP Level 1 Annual	1.25
Entry SCAP Level 1 Quarterly	1.26
Entry SCAP Level 1 Monthly	1.27
Mid SCAP Level 3 Annual	1.28
Mid SCAP Level 3 Quarterly	1.29
Mid SCAP Level 3 Monthly	1.30
Entry SCAP Level 2 Annual	1.31
Entry SCAP Level 2 Quarterly	1.32
Entry SCAP Level 2 Monthly	1.33
Entry SCAP Level 3 Annual	1.34
Entry SCAP Level 3 Quarterly	1.35
Entry SCAP Level 3 Monthly	1.36

Package Rate Plans - BGAN Premium/Flexible	Priority
Flexible Super (Annual)	2.1
Flexible Super (Quarterly)	2.2
Premium Super (Monthly)	2.3
Flexible High (Annual)	2.4
Flexible High (Quarterly)	2.5
Premium High (Monthly)	2.6
Flexible Mid (Annual)	2.7
Flexible Mid (Quarterly)	2.8
Premium Mid (Monthly)	2.9
Flexible Entry (Annual)	2.10
Flexible Entry (Quarterly)	2.11
Premium Entry (Monthly)	2.12

Package Rate Plans - BGAN Lite	Priority
Standard Plan	3.1

Package Rate Plans - BGAN Economy	Priority
Basic Postpay Plan	4.1

Package Rate Plans - BGAN Prepaid	Priority
12 months prepay	5.1
4 months prepay	5.2